

## Chartering Manager

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Company: Archirodon group

Location: dubai

Category: other-general

Archirodon , having earned its reputation as a reliable and respected international contractor for more than a half century in the Engineering, Procurement and Construction (EPC) market, continues to create value to its stakeholders by executing complex EPC projects worldwide, in recognition of its superior standards of performance. We have an outstanding record in completing major Energy, Marine, Infrastructure and Defense & Security projects around the globe and we pride ourselves on delivering over the years the kind of reliability and trust that the client has the right to expect from a major EPC contractor. Are you a self-motivated person with commercial experience, looking for a new role to get passionate about? Would you like to join a leading EPC Contractor with global presence? If you are ready to take on a leading role in our chartering operations and be part of a dynamic international team, then this is the right role for you! We'd like to meet you!

**Job Description** As a leading EPC Contractor, Archirodon owns a large fleet of Marine equipment of approximately 200 vessels. We are currently looking for an experienced and resourceful Chartering Manager to join our Equipment Solutions Department in our Regional Dubai Office. In this role, you will be responsible for further growing the department that is responsible for chartering our Marine equipment. You will work closely with many other departments within the company and have a large degree of freedom and responsibility to achieve the targets of the department. Your active contribution in equipment investment decisions will be expected. Sounds exciting? Read on. What you will need to do: Formulate strategies for growth, provide input to the Department Director and inspire vision to the Team. Lead our chartering activities, set charter rates and negotiate and manage chartering

contracts. Monitor and research the market continuously to identify potential opportunities. Be responsible for short and long-term financial results. Actively build and maintain customer relationships, ensuring customer satisfaction is met. Work with people and through people ensuring they are being developed. Ensure compliance with corporate policies and act within the operating framework of the company. Drive continuous improvement and performance optimization. Assess and communicate (financial/contract) risk involved with each opportunity.

**Qualifications** What you will need to have: MSc degree in a relevant field  
Minimum five (5) years of management experience; at least three (3) of them in a relevant position  
Good knowledge of marine construction equipment  
Experience in drafting and negotiating BIMCO charter contracts (preferably Bargehire and Supplytime)  
Experience in managing budgets and writing business plans  
High mobility and willingness to travel to the Middle East and around the World  
Fluency in English (Arabic is a plus)  
You are someone who:  
Likes to take ownership, is self-motivated  
Possesses strong communication and interpersonal skills  
Is commercially driven and decisive  
Is capable to perform independently  
Possesses advanced analytical, planning and organizational skills  
Has strong business acumen

**Additional Information** A competitive salary and benefits are on offer for the right candidate, yet the real excitement comes from having the freedom to further develop and grow your “business within the business”. While closely working together with a smart and passionate team, within an international leading EPC Group on a mission that matters. We create mega construction projects - literally around the globe - with meaningful impact on the local communities for the years to come. At Archirodon, you will find a proud, productive and human-centric culture, caring for and building on our people and their development!

Please note that you will be contacted only in case you are shortlisted for an interview. In the meantime, do not hesitate to stay in touch and keep monitoring our open vacancies and our LinkedIn page! Rest assured that your application will be treated with strict confidentiality and under all applicable data privacy regulations.

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